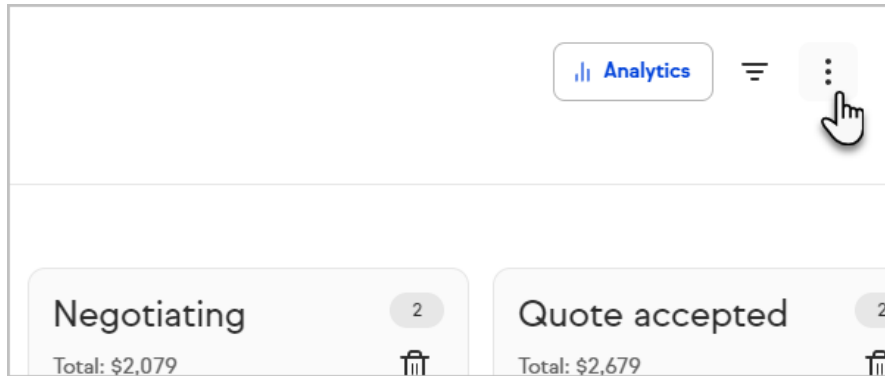


Customize Pipeline deal outcomes

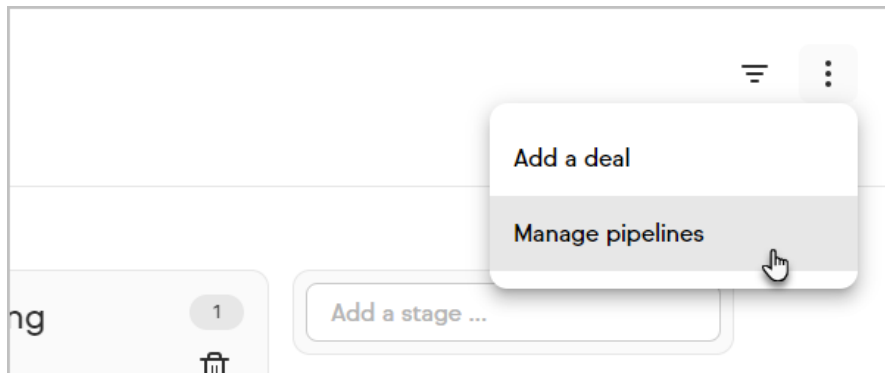
This article applies to:

Customize deal outcomes

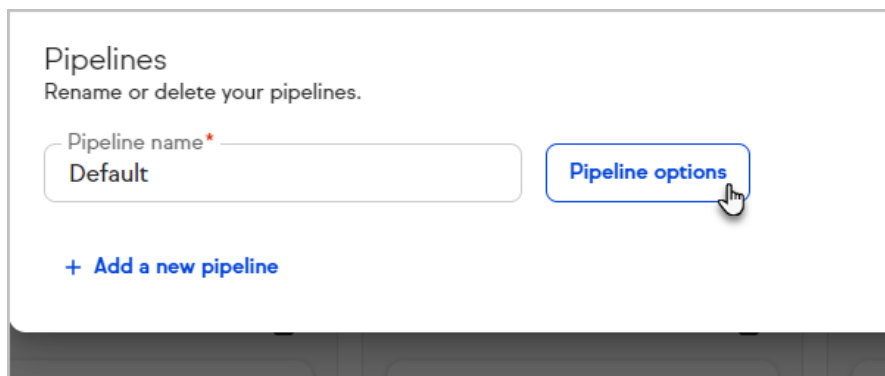
1. Click the more options button



2. Click Manage pipelines



3. Click Pipeline options



4. Rename the positive and negative outcomes

Rename deal outcomes for tracking and closing deals

Positive outcome

Deal won

Negative outcome

Deal lost

5. Click **Save**
